



The EE Opportunity with Public Schools in RI



March 2019





- Why is National Grid working with the public school market? Why now?
- What's our approach?
- Drivers and challenges
- Additional resources
- Questions and discussion

The RI Public School market opportunity

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- Addressable market:
 - 307 Public schools across state
 - Average building age 63 years
 - Aggregated \$36,000,000 in annual energy spend

 Limited funding options for capital improvements in recent past (moratorium from RIDE)

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Why Now?

Clear need exists:

- Estimated \$2,200,000,000+ in necessary repairs
- 20-25% are energy-related improvements

New financing options are now available:

- \$250,000,000 state bond approved by votes in Nov 2018
- Additional bonus system incentivizes communities to move quickly, support 'pay as you go' projects

Additional financial support available from munis

Most Districts have five year plan with RIDE (SBA)

National Grid approach to this market

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- Multiple paths to engaging school systems National Grid aims to match services to scale and scope of need, school system ability / appetite to invest
- Typical approaches:
 - SEMP (Strategic Energy Management Partnership)
 - New construction / major renovations (RIDE)
 - Ongoing support for existing facility plans



Improve comfort, health, and productivity for building occupants while promoting increased sustainability

Strategic Energy Management Partnership (SEMP)

- Approach borrowed from large C&I sector
- Long term plan that typically includes:
 - Savings goals/targets (10% 30% above code)
 - Support and resources based on size and scope
 - Process to measure and sustain results



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Improve comfort, health, and productivity for building occupants while promoting increased sustainability

New Construction and Major Renovation (RIDE): >100,000 sf facilities

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- Supported through dedicated National Grid resource - team subject matter expert Denise Rouleau
- Provide technical and financial support for above code performance
- Involved early in process to influence specifications
- Ongoing education to market place influencers (architects and engineers)



Improve comfort, health, and productivity for building occupants while promoting increased sustainability

New Construction and Major Renovation (RIDE): <100,000 sf facilities

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HERE WITH YOU. HERE FOR YOU.

- Managed through separate dedicated National Grid resource (Jerry Drummond)
- Provide technical and financial support for above code performance

Continue plans with existing facilities plan

- No cost energy audits
- Information about new programs (RIASMD)
- URI Energy Fellow Portfolio Manager

Existing facilities plan



Additional offers available to school customers:

- No cost energy audits
- Information about new programs (RIASMD)
- URI Energy Fellow Portfolio Manager

Market drivers and challenges

Drivers	Challenges
 30% energy saving opportunity	 Securing funding for large-scale
(\$10,000,000 annual saving	capital improvement projects
potential)	remains challenging
 Connection to broader policy	 Required collaboration across
goals – safe, healthy learning	multiple stakeholders impacts
environment for students	pace

Additional Energy Management Services Nationalgrid Here with You. Here FOR YOU.

- Zero Energy Buildings
- Electric Vehicles
- Computer Modeling for energy consumption
- EPA Portfolio Manager benchmarking with auto upload
- Funding options for additional measures

Additional External Resources



- RI Department of Education /School Building Authority
- Northeast Energy Efficiency Partnership
- Office of Energy Resources
- RI Infrastructure Bank Efficient Buildings Fund
- URI Energy Fellow Intern

National Grid Team

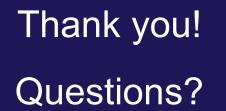


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Questions and Discussion